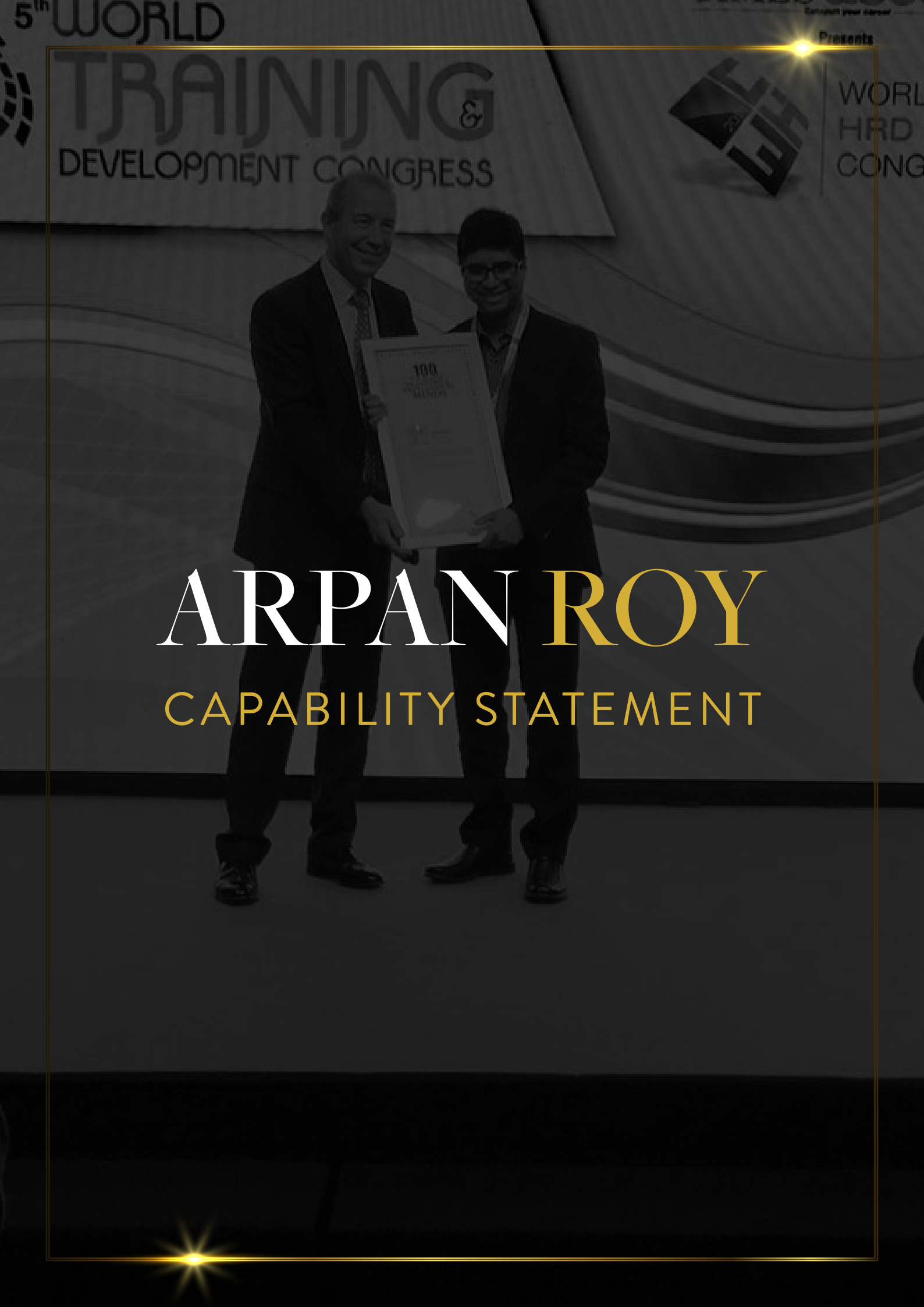

ARPAN ROY

CAPABILITY STATEMENT

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INTRODUCTION AND VALUE PROPOSITION

INTRODUCTION

Leaders in organisations across the world struggle with some or all of the below problems:

- Team engagement
- Low productivity
- Effective communication
- Customer/Stakeholder dissatisfaction
- Lower sales

While they aspire to build profits and achieve rapid growth, they often struggle to engage and inspire their teams to achieve peak performance and make their vision a reality. What this also potentially creates is:

- Lack of synergy between team members, impacting productivity
- Risk of customers leaving
- Burnout of team members, and leaders themselves
- Business slowing down due to impact to the bottomline

Faced with the above challenges, this question constantly pops up in every leader's mind, which most leaders often struggle with - *How do I engage and inspire my team to do better?* Is this a question that you often struggle with as well?

This is where Arpan can help.

Arpan specialises in helping leaders in organisations create a culture of high performance through insightful leadership strategies so that they continuously create and add value to their stakeholders and clients. In doing so, he helps people and teams be more adaptable, agile and accountable.

ARPAN'S VALUE PROPOSITION

The key to an organisation's growth lies in the quality of its leadership. Organisations where leaders create an environment that serves and supports people to do their best are the ones that thrive.

Arpan's purpose is to enable others to realise their peak potential. He enables leaders to engage, inspire and empower their people so that they are able to do their best. As a result, their performance and operational efficiency goes up; they improve sales and revenue through higher customer advocacy and retain talent, which helps reduce hiring and on-boarding costs for their organisation. Not just that, it helps them boost their credentials as high impact leaders, which accelerates their career progression.

CORE COMPETENCIES AND ACHIEVEMENTS

CORE COMPETENCIES

- Develop leadership capabilities across multiple levels within organisations
- Enhance team dynamics and collaboration
- Enhance interpersonal and communication skills of people
- Trust based selling that helps clients boost their sales
- Executive and Leadership Coaching
- Facilitating Workshops for teams
- Mentoring and coaching on professional development skills such as communication, working in teams, delivering effective presentations
- Authoring content around various leadership topics
- Profiling methodologies such as e-DISC™ and Values Pendulum®
- Neuro Linguistic Programming (NLP)
- Previously certified in PMP and ITIL v3 (For former role as IT Project Manager)

AREAS OF EXPERTISE

- Building leadership capabilities for emerging leaders and middle managers so they can add greater value to their stakeholders
- Helping leaders lead with greater impact through servant leadership
- Mentor people to enhance their career development path
- Helping leaders and teams communicate effectively for greater influence
- Helping leaders enhance their stakeholder engagement skills
- Helping people and teams be more productive- be it working on site or remotely

ACHIEVEMENTS

- Recipient of '100 Top Training and Development Minds- Global' at the World HRD Congress 2018 in Mumbai, India.
- Author of an Amazon best-selling book titled 'A Servant's Heart- Leadership That Inspires'
- Experience collaborating with leaders across diverse industry sectors such as IT, Public Sector, Food Manufacturing, Local Councils, Childcare and Finance
- Experience facilitating workshops and presentations across Australia and India

ABOUT ARPAN

Arpan Roy is the Co-Founder of Arman Consultancy, a business focused on Leadership and Sales Consulting and Training. Through his business, he collaborates with leaders in corporate organisations and businesses to create a culture of high performance, which enables them to create and add stakeholder value. He is the author of an Amazon best-selling book 'A Servant's Heart- Leadership That Inspires' as well as the recipient of '100 Top Training and Development Minds- Global' at the World HRD Congress 2018.

Arpan's purpose is to enable others to realise their peak potential. He has a corporate background with proven experience of leading teams of 20 or more, across geographical locations, managing programs to the tune of $5-10 million annually. Arpan has extensive experience in boosting team engagement, managing team dynamics, analysing and solving problems, and mentoring team members to help them become better leaders.

Arpan has worked with global corporate organisations, as well as multiple small to medium businesses. Some of the key problems he addresses for his clients is lack of team engagement, low productivity, challenges around sales, culture of reactive thinking within the team, and inspiring their team to realise their potential and seek growth.

Through his programs, he shares insights and resources that clients can use to overcome the above challenges. Arpan specialises in various methodologies such as Values Pendulum®, Neuro-Linguistic Programming (NLP), and Deep State Repatterning®. Using these, he identifies the cause of unrealised individual performance and business growth and creates effective and sustainable models for change that empower his clients to achieve the desired results.

KEY PROGRAMS DELIVERED FOR CLIENTS

S.NO	CLIENT SECTOR	KEY CHALLENGES ADDRESSED	PROGRAMS DELIVERED
1	Education and Training (RMIT Online)	• Helping leaders understand how they can respond to challenges and setbacks • Help leaders identifying their strength areas and how they can create a high performance culture • Support leaders design and create a great experience for their clients and stakeholders	• Digital Leadership (6 weeks short course)
2	Events and Conferences Services	• Helping middle managers develop their leadership capabilities • Help leaders build their leadership impact through servant leadership • Helping leaders develop their thought leadership to cope with highly disruptive environments	• Full and half-day training sessions • Interactive webinar sessions • Keynote sessions and expert commentary on key topics
3	Financial and Accounting (CPA Australia)	• Helping financial professionals develop their skills and influence stakeholders • Helping financial professionals understand how they can develop effective performance management strategies	• Authored leadership content related to one of the micro credentials for the client's members

KEY PROGRAMS DELIVERED FOR CLIENTS

S.NO	CLIENT SECTOR	KEY CHALLENGES ADDRESSED	PROGRAMS DELIVERED
4	IT Services	• Boost Team Engagement • Develop conflict management skills • Enable stakeholder management skills for mid managers • Improve communication between teams based in different locations (India/Australia/China)	Blueprint for Leadership • Group Workshops • 1:1 Coaching • Management Intensive Sessions to track program effectiveness
5	Food Manufacturing	• Lack of team engagement • Drive greater innovation within team • Empower team members to step up and take on additional roles and responsibilities • Help team members develop collaborative thinking	Blueprint for Engagement and Innovation • Workshops to boost team engagement and productivity • Workshops to help team members develop expansive and innovative thinking • Workshop to help team members build greater collaboration and synergies
6	Local Council (Wyndham City Council)	• Help business groups understand how they can boost their sales • Develop confidence of business owners to approach sales conversations • Help business owners position themselves as trusted advisors for clients and prospects	Strategies to Boost Your Sales • Training Sessions • Group Activities

CLIENT TESTIMONIALS

"Arpan has run several of our online and face-to-face masterclasses over the years, on the topics of leadership and management generally. I have experienced him to be an enthusiastic and knowledgeable facilitator on these topics. He is well organised and dedicated to producing the best outcomes possible for his clients and those whom he trains. I would not hesitate to recommend him" Sam Wallis, GM at The Leadership Institute

"Arpan facilitated a webinar for us on the topic of Communicating with Influence that was very well received by our customers. He is also incredibly responsive, sharp with deadlines and an absolute pleasure to work with. Here are some testimonials for his work: 'Very good presenter, great use of slides, really useful presentation.' 'Very interesting and good use of slides to demonstrate the topics discussed.' 'Clear on the content and confident in delivery.' Thank you Arpan!" Paul Mumme, Leadership Portfolio Director at The Hatchery

"I recently had the pleasure of taking a digital leadership course led by Arpan and I have to say, it was an exceptional experience. What really stood out to me was Arpan's approach as a leader. He was not only knowledgeable and engaging, but also friendly, helpful, and caring. Arpan created an inclusive environment where I felt comfortable to ask questions, share ideas, and collaborate with my peers. One thing I appreciated most about the course was how much confidence I gained from it. Arpan's guidance and mentorship helped me see my own potential as a digital leader, and I feel much more equipped to take on new challenges and opportunities in this field." Alexis Kuchel, Innovation Adviser at SA Water

"I worked with Arpan on our inaugural Leadership & Culture virtual forum. He was very responsive and open to direction and further guidance on his topic and presentation style. The virtual forum was a great success – thanks to Arpan's involvement! His middle management keynote was well-received and included many practical tips for our delegates" Elizabeth Lie, Divisional Manager at Aventedge

"Arpan was one of the trainers at a Leadership course that I attended earlier this year. He articulated his knowledge of strategic leadership exceptionally well, his training was on point and he brought a great energy to the course" Kamini Rowjee, Associate Director at Thermofischer Scientific

CONTACT DETAILS

If you are curious about how Arpan can help with the leadership development programs for your organisation, please contact Arpan today at:

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